

Rogierian Logic

Definition

A conflict solving technique based on finding common ground instead of polarizing debate

Origin

American psychologist Carl R. Rogers

"principles of communication" - a form of discussion based on finding common ground

But What Is It?

Moving away from a combative stance

Understanding an adversary's position by listening to an adversary's position

Avoidance of adopting a point of view without considering the content of the opposition

How Does It Compare To Other Forms of Argumentation?

Rogierian logic is different from Aristotelian argumentation (*pathos, logos, ethos*), as it is not adversarial by nature

Attempts to find a *compromise* between the two sides

How Do I Use It?

1. State the issue
2. Clarify the opponent's position
3. Concede to the validities of the opponent's position
4. Demonstrate how the opponent's position would be improved if your position were to be accepted
5. Achieve compromise via Rogierian logic and pat yourself on the back

Where Do I Use It?

Parents

Teachers

Friends

Colleagues

Bosses

With anyone with whom it is necessary to compromise or achieve common ground, and in locations where throwing a chair would be inappropriate

Easy, Huh?

Yes. Very.